

REGISTRATION FORM

Name : _____

Company : _____

Address: _____

Telephone No.: _____

Mobile No.: _____

Email Address: _____

Seminar Fees:

RFC : Rs 3,500.00

Non-RFC/Guests: Rs5,000.00

Discounts: Early Bird discount of 10% for those who will register and pay on or before 30th December 2010.

Note: Submit registration form and payment to reserve your seat. We will only allow cancellations three (3) days before the event. No refund after that. Certificate of Attendance for Continuing Education is given for 6 hours to participants.

Another Quality Education by: _____ In Partnership With: _____



Media Partner:

FOR DETAILS:

IARFC Educational Services Pvt Ltd
Mahaveer Business Centre, 99 Lajpatria Road, Ville Parle (W), Mumbai

Tel.No.: 022 26104175/26100119 Mobile: +91 9699692345

Discover a New Market ?

Go where the Money is !



Attend this course and learn how to achieve and substantial results by:

- ◆ Altering your image to that of a financial consultant who is identifying, measuring and solving problems;
- ◆ Charging a small fee, to establish credibility as a professional consultant;
- ◆ Preparing the business evaluation, which precedes the determination of the solution;
- ◆ Guiding the business owner in expressing their desired results;
- ◆ Solving the problem with permanent life insurance products;
- ◆ Working with lawyers, accountants and trust officers for the receptacles of the insurance contracts;
- ◆ Revising the evaluation every two or three years and selling additional contracts;
- ◆ Getting powerful referrals to other successful business owners; and
- ◆ Retaining subsequent generations and successors as clients.

Deliverables:

- * Visual Presentation
- * Presentation Script
- * Meeting Agendas
- * Marketing Letters
- * Business Fact Finder
- * Calculation Software
- * Display of Sample reports
- * Media releases
- * Engagement Tools



Our Speaker



**MR. EDWIN P MORROW, CLU, ChFC, CFP, RFC
Chairman & CEO of International Association of
Registration Financial Consultants (IARFC)**

Pioneered in the delivery of financial planning advice and developed various planner education programs in 12 countries. He authored 3 books and published over 600 articles on marketing and financial planning.

PLANNING FOR BUSINESS OWNERS COURSE

Develop A New Market

18th January 2011 Mumbai

9.00am to 5pm

**Venue: Hotel Suba International Plot 211,
Chakala Sahar Road, Andheri East,
Mumbai. 400099**

20th January 2011 New Delhi

9.00am to 5pm

Venue:

The business owner has serious problems that can be solved only by careful analysis by a third party using permanent life insurance, coupled with simple trust and/or business agreements. The legal work is not intense, and unlike complex estate planning or employee benefits, does not slow down the process.

Business owners are excellent prospects for these reasons:

- They can make decisions quickly;
- They are accustomed to paying fees for professional services; and
- They are emotionally attached to the long terms success of their business

**This is a Workshop and not an intellectual
discussion!**